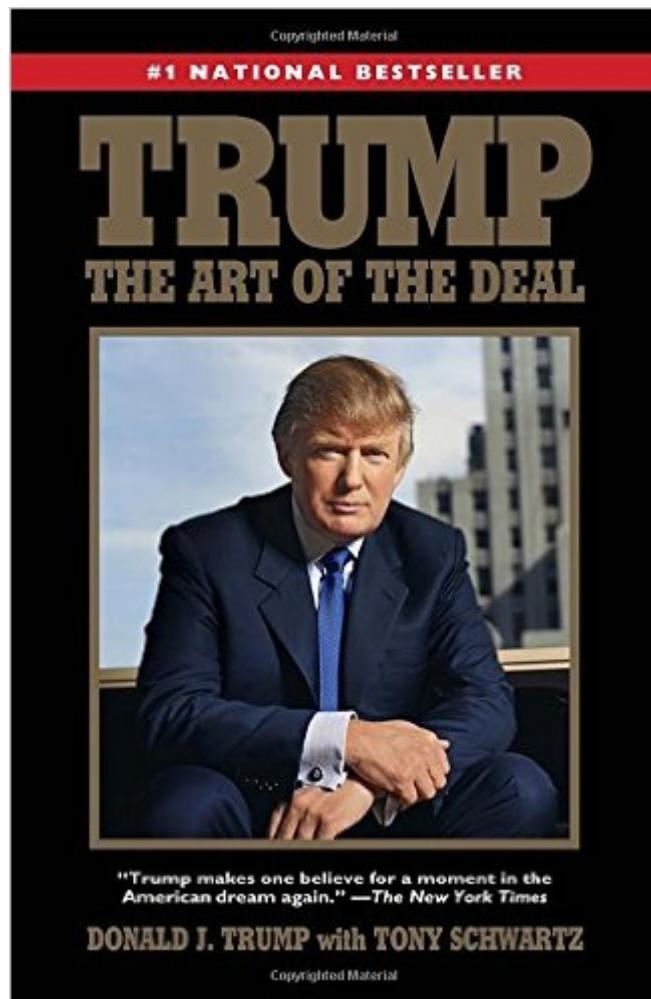


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# Trump: The Art Of The Deal



## Synopsis

President Donald J. Trump lays out his professional and personal worldview in this classic work—*a firsthand account of the rise of America's foremost deal-maker*. “I like thinking big. I always have. To me it's very simple: If you're going to be thinking anyway, you might as well think big.” Donald J. Trump Here is Trump in action—*how he runs his organization and how he runs his life*—as he meets the people he needs to meet, chats with family and friends, clashes with enemies, and challenges conventional thinking. But even a maverick plays by rules, and Trump has formulated time-tested guidelines for success. He isolates the common elements in his greatest accomplishments; he shatters myths; he names names, spells out the zeros, and fully reveals the deal-maker's art. And throughout, Trump talks—*really talks*—about how he does it. *Trump: The Art of the Deal* is an unguarded look at the mind of a brilliant entrepreneur—the ultimate read for anyone interested in the man behind the spotlight. Praise for *Trump: The Art of the Deal*  
“Trump makes one believe for a moment in the American dream again.”—The New York Times  
“Donald Trump is a deal maker. He is a deal maker the way lions are carnivores and water is wet.”—Chicago Tribune  
“Fascinating . . . wholly absorbing . . . conveys Trump's larger-than-life demeanor so vibrantly that the reader's attention is instantly and fully claimed.”—Boston Herald  
“A chatty, generous, chutzpa-filled autobiography.”—New York Post

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### Customer Reviews

Ã¢ "Trump makes one believe for a moment in the American dream again.Ã¢ "The New York Times Ã¢ "Donald Trump is a deal maker. He is a deal maker the way lions are carnivores and water is wet.Ã¢ "Chicago Tribune Ã¢ "Fascinating . . . wholly absorbing . . . conveys TrumpÃ¢ "s larger-than-life demeanor so vibrantly that the readerÃ¢ "s attention is instantly and fully claimed.Ã¢ "Boston Herald Ã¢ "A chatty, generous, chutzpa-filled autobiography.Ã¢ "New York Post

From the impresario of NBC's hit show *The Apprentice* TRUMP ON TRUMP: "I like thinking big. I always have. To me it's very simple: if you're going to be thinking anyway, you might as well think big." And here's how he does it: the art of the deal. Beginning with a week in Trump's high-stakes life, *Trump: The Art of the Deal* gives us Trump in action. We see just how he operates day to dayÃ¢ "how he runs his business and how he runs his lifeÃ¢ "as he chats with friends and family, clashes with enemies, efficiently buys up Atlantic City's top casinos, changes the face of the New York City skyline . . . and plans the tallest building in the world. TRUMP ON TRUMP: "I play it very loose. I don't carry a briefcase. I try not to schedule too many meetings. I leave my door open. . . I prefer to come to work each day and just see what develops." Even a maverick plays by rules, and here Trump formulates his own eleven guidelines for success. He isolates the common elements in his greatest deals; he shatters myths ("You don't necessarily need the best location. What you need is the best deal"); he names names, spells out the zeros, and fully reveals the deal-maker's art: from the abandoned property that became the Jacob K. Javits Convention Center to the seedy hotel that became the Grand Hyatt; from the race to rebuild Central Park's Wollman Skating Rink to the byzantine saga of the property that became Trump Tower. And throughout, Trump talksÃ¢ "really talksÃ¢ "about how he does it. TRUMP ON TRUMP: "I always go into a deal anticipating the worst. If you plan for the worstÃ¢ "if you can live with the worstÃ¢ "the good will always take care of itself." Donald Trump is blunt, brash, surprisingly old-fashioned in spotsÃ¢ "and always, always an original. *Trump: The Art of the Deal* is an unguarded look at the mind of a brilliant entrepreneur and an unprecedented education in the art of the deal. It's the most streetwise business book there isÃ¢ "and a sizzling read for anyone interested in money and success. From the Hardcover edition. --This text refers to the Mass Market

Paperback edition.

Excellent book!

Nice, interesting read. Glad I bought it. It will help me in my business, at work, and in general relationships.

The book is engaging from beginning to end.

Worker

A classic read.

I read the book before he was elected. It explains a lot about the way he operates. I wish him well in the next four years.

Good guide to understanding of Trump on how he operates when it comes to deal-making.

Learned a lot about Trump and he dropped some pretty good gems

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